

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## IV. CONTRACTOR HOURLY RATE SCHEDULES

The hourly rates listed in the following tables are the maximum hourly rates that can be invoiced by the contractors and are effective until October 31, 2004.

### *Category 1 – Organizational Development*

CONTRACTOR	HOURLY RATE				EXPERTISE MATRIX						
	Principal Level	Senior Level	Journey Level	Admin. Level	Team Develop.	Problem Solving	Customer Service	Process Improve.	Program Training	Train the Trainer	Facilitation
AHP, Inc.	\$250.00	\$225.00	\$200.00	\$100.00	x	x	x	x	x		x
Accenture	\$399.34	\$270.95	\$200.18	\$96.04	x	x	x	x	x	x	x
Arroyo Associates, Inc.	\$125.00	\$115.00	\$100.00	\$45.00	x	x		x			x
CA Center for Health Imp.	\$146.00	\$140.00	\$109.00	\$51.00	x	x	x	x	x		x
Citygate Associates LLC	\$175.00	\$125.00	\$100.00	\$45.00	x	x	x	x			x
Consultants Associated	\$125.00	\$100.00	\$75.00	\$37.00	x	x			x		
Consultants to Mgt.	\$125.00	\$105.00	\$85.00	\$50.00	x	x		x			x
Dee Hansford Consulting	\$206.40	\$154.80	\$103.20	\$20.64	x		x		x	x	x
Deloitte & Touche, LLP	\$385.00	\$275.00	\$193.00	\$110.00		x	x	x	x	x	x
DSP Network, Inc.	\$227.00	\$189.00	\$158.00	\$72.00	x	x		x	x	x	x
Edith M. Parsons	\$150.00	\$100.00	\$75.00	\$28.00	x	x	x	x	x	x	x
Fox Systems, Inc.	\$160.00	\$130.00	\$90.00	\$40.00	x	x	x	x	x	x	x
Fredrick A. Schwartz	\$175.00	\$150.00	\$125.00	\$30.00	x	x	x	x	x	x	x
Global Visions	\$185.00	\$175.00	\$125.00	\$55.00	x	x	x	x	x	x	x
Golden State Mgt. Services	\$185.00	\$135.00	\$93.00	\$35.00	x	x	x	x	x	x	x
Gregory D. Small & Assoc.	\$125.00	\$125.00	\$100.00	\$75.00	x	x	x	x	x		x
ICF Consulting Assoc.,	\$195.00	\$141.00	\$97.00	\$79.00	x	x	x	x	x	x	x

Note: "X" indicates the task areas that were scored as part of the Consultant's bid evaluation in the Organization Development Category.

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

### Category 1 – Organizational Development

CONTRACTOR	HOURLY RATE				EXPERTISE MATRIX						
	Principal Level	Senior Level	Journey Level	Admin. Level	Team Develop.	Problem Solving	Customer Service	Process Improve.	Program Training	Train the Trainer	Facilitation
Lahay & Associates	\$217.34	\$197.14	\$101.10	\$50.55	x	x	x	x	x	x	x
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00	x	x	x	x	x		x
Policy Studies Inc.	\$245.00	\$155.00	\$99.00	\$49.00	x	x	x	x	x		x
Positive Impact Consulting	\$145.00	\$80.00	\$40.00	\$10.00	x	x	x	x			x
PricewaterhouseCoopers	\$225.00	\$175.00	\$110.00	\$40.00	x		x	x	x		x
Public Works	\$114.77	\$85.55	\$57.38	\$12.51	x			x			x
GovConnect, Inc.	\$180.00	\$157.00	\$115.00	\$55.00	x	x	x	x			x
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00		x	x	x	x		x
T-COR Consulting LLC	\$96.00	\$91.00	\$78.00	\$58.00	x	x		x	x	x	
Terranova Consulting Gp.	\$275.00	\$200.00	\$160.00	\$100.00	x	x	x	x	x	x	x
The Dangermond Group	\$137.82	\$104.33	\$70.94	\$38.60	x	x			x	x	x
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00	x	x	x	x	x	x	x
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00	x	x	x	x	x	x	x
Northrop Grumman Space and Missions System Corp. Formerly TRW, Inc.	\$231.00	\$190.00	\$81.00	\$54.00	x	x	x	x	x	x	x
V. Renee Mack Consulting	\$56.00	\$47.00	\$26.00	\$14.00	x	x					x
Worldwide Support, Inc.	\$190.00	\$180.00	\$127.00	\$60.00	x	x	x	x	x	x	x

Note: “X” indicates the task areas that were scored as part of the Contractor’s bid evaluation in the Organization Development Category.

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 2 – Strategic Planning*

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Arroyo Associates, Inc.	\$125.00	\$115.00	\$100.00	\$45.00
Arthur Andersen, LLP	\$311.00	\$207.00	\$145.00	\$110.00
Arthur Bauer & Associates	\$155.00	\$125.00	\$85.00	\$70.00
California Center for Health Improvement	\$154.00	\$140.00	\$118.00	\$51.00
Citygate Associates LLC	\$195.00	\$100.00	\$100.00	\$45.00
Communications Consulting Group, Inc.	\$250.00	\$112.00	\$75.00	\$50.00
Consultants to Management Inc.	\$125.00	\$105.00	\$85.00	\$50.00
DSP Network, Inc.	\$234.26	\$195.05	\$163.05	\$74.30
Dye Management Group, Inc.	\$205.00	\$175.00	\$125.00	\$55.00
e21 corporation	\$175.00	\$100.00	\$100.00	\$50.00
Edith M. Parsons	\$150.00	\$100.00	\$75.00	\$28.00
Fox Systems, Inc.	\$175.00	\$150.00	\$110.00	\$40.00
Franklin Hill Group	\$140.00	\$115.00	\$80.00	\$30.00
Fredrick A. Schwartz CMA	\$175.00	\$150.00	\$125.00	\$30.00
Gartner, Inc.	\$250.00	\$210.00	\$175.00	\$30.00
Global Visions	\$185.00	\$175.00	\$125.00	\$55.00
Golden State Management Services	\$185.00	\$135.00	\$93.00	\$35.00
Gregory D. Small & Associates	\$125.00	\$125.00	\$100.00	\$75.00
ICF Consulting Associates, Inc.	\$234.00	\$141.00	\$97.00	\$79.00
Lahay & Associates	\$217.34	\$197.14	\$101.10	\$50.55
Leading Resources, Inc.	\$275.00	\$200.00	\$150.00	\$50.00
MAXIMUS, Inc	\$285.00	\$230.00	\$185.00	\$45.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 2 – Strategic Planning*

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
McLain Rusk Consulting, Inc.	\$140.00	\$90.00	\$70.00	\$30.00
MGT of America, Inc.	\$200.00	\$175.00	\$150.00	\$45.00
Moore Iacofano Goltsman, Inc.	\$138.00	\$116.00	\$83.00	\$61.00
Navigant Consulting, Inc.	\$250.00	\$180.00	\$135.00	\$80.00
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$245.00	\$155.00	\$99.00	\$49.00
Positive Impact Consulting	\$145.00	\$80.00	\$40.00	\$10.00
Public Works	\$114.77	\$85.55	\$57.38	\$12.51
R & G Associates LLC	\$200.00	\$175.00	\$119.00	\$57.00
Sokolov, Schwab, Bennett	\$205.00	\$175.00	\$130.00	\$15.00
systems that work	\$225.00	\$175.00	\$125.00	\$75.00
Terranova Consulting Group, LLC	\$275.00	\$200.00	\$160.00	\$100.00
The Dangermond Group	\$137.82	\$104.33	\$70.94	\$38.60
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00
The Results Group	\$175.00	\$140.00	\$40.00	\$25.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Northrop Grumman Space and Missions System Corp. Formerly TRW, Inc	\$231.00	\$190.00	\$81.00	\$54.00
Worldwide Support, Inc.	\$190.00	\$180.00	\$127.00	\$60.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 3 – Program Development, Performance Measurements and Evaluation*

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Advocates for Human Potential, Inc.	\$250.00	\$225.00	\$200.00	\$100.00
AEF Systems Consulting, Inc.	\$175.00	\$140.00	\$105.00	\$50.00
Arroyo Associates, Inc.	\$125.00	\$115.00	\$100.00	\$45.00
Arthur Andersen, LLP	\$311.00	\$207.00	\$145.00	\$110.00
Barrington-Wellesley Group, Inc.	\$225.00	\$175.00	\$130.00	\$75.00
Berkeley Policy Associates	\$138.00	\$138.00	\$95.00	\$78.00
California Center for Health Improvement	\$150.00	\$126.00	\$109.00	\$51.00
Citygate Associates LLC	\$175.00	\$125.00	\$100.00	\$45.00
Clark Lowry & Koortbojian	\$170.00	\$140.00	\$105.00	\$25.00
Consultants to Management Inc.	\$125.00	\$105.00	\$85.00	\$50.00
DSP Network, Inc.	\$234.26	\$195.05	\$163.06	\$74.30
Dye Management Group, Inc.	\$205.00	\$175.00	\$130.00	\$55.00
Edith M. Parsons	\$150.00	\$100.00	\$75.00	\$28.00
Evaluation and Training Institute	\$156.50	\$114.77	\$78.25	\$41.70
Fox Systems, Inc.	\$175.00	\$150.00	\$110.00	\$40.00
Franklin Hill Group	\$140.00	\$115.00	\$80.00	\$30.00
Fredrick A. Schwartz CMA	\$175.00	\$150.00	\$125.00	\$30.00
Global Visions	\$185.00	\$175.00	\$125.00	\$55.00
Golden State Management Services	\$135.00	\$90.00	\$72.00	\$35.00
ICF Consulting Associates, Inc.	\$220.00	\$141.00	\$97.00	\$79.00
Judith A. Poindexter Consulting Services	\$150.00	\$125.00	\$75.00	\$25.00
Lahay & Associates	\$217.36	\$197.14	\$101.10	\$50.55
Macias Consulting Group, Inc.	\$195.00	\$150.00	\$100.00	\$70.00
Market Value Planners	\$165.00	\$130.00	\$75.00	\$25.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA

## USER GUIDE (revised 11/03)

### CONTRACTOR HOURLY RATE SCHEDULES

#### Category 3 -- Program Development, Performance Measurements and Evaluation

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
MAXIMUS, Inc	\$285.00	\$230.00	\$185.00	\$45.00
McLain Rusk Consulting, Inc.	\$140.00	\$90.00	\$70.00	\$30.00
MGT of America, Inc.	\$200.00	\$175.00	\$150.00	\$45.00
Navigant Consulting, Inc.	\$250.00	\$180.00	\$135.00	\$80.00
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$245.00	\$155.00	\$99.00	\$49.00
Program Planning Professionals, Inc.	\$250.00	\$200.00	\$125.00	\$90.00
Public Works	\$114.77	\$85.55	\$57.38	\$12.51
GovConnect, Inc.	\$180.00	\$157.00	\$115.00	\$55.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
Sjoberg Evashenk Consulting, LLC	\$225.00	\$175.00	\$120.00	\$30.00
Sokolov, Schwab, Bennett	\$205.00	\$175.00	\$130.00	\$15.00
systems that work	\$225.00	\$175.00	\$125.00	\$75.00
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00
The Results Group	\$175.00	\$140.00	\$40.00	\$25.00
The SPHERE Institute	\$179.96	\$106.15	\$81.89	\$41.45
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Northrop Grumman Space and Missions System Corp. Formerly TRW, Inc	\$231.00	\$190.00	\$81.00	\$54.00
Worldwide Support, Inc.	\$190.00	\$180.00	\$127.00	\$60.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 4.A*

*Fiscal Services*

Subcategory  
Department/Program Auditing

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Caporocci, & Larson, LLP	\$115.00	\$75.00	\$65.00	\$40.00
Diversified Capital, Inc.	\$135.00	\$125.00	\$58.00	\$30.00
Macias Consulting Group, Inc.	\$195.00	\$125.00	\$80.00	\$70.00
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
systems that work	\$225.00	\$175.00	\$125.00	\$75.00
Waldrum Accountancy Corporation	\$145.00	\$95.00	\$70.00	\$35.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

### *Category 4.B*

### *Fiscal Services*

#### Subcategory Financial Analysis

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Arroyo Associates, Inc.	\$125.00	\$115.00	\$100.00	\$45.00
Citygate Associates LLC	\$175.00	\$125.00	\$115.00	\$45.00
Diversified Capital, Inc.	\$125.00	\$120.00	\$58.00	\$30.00
Franklin Hill Group	\$140.00	\$115.00	\$80.00	\$30.00
Market Value Planners	\$165.00	\$130.00	\$75.00	\$25.00
McLain Rusk Consulting, Inc.	\$140.00	\$90.00	\$70.00	\$30.00
Navigant Consulting, Inc.	\$250.00	\$180.00	\$135.00	\$80.00
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
Sjoberg Evashenk Consulting, LLC	\$225.00	\$175.00	\$120.00	\$30.00
systems that work	\$225.00	\$175.00	\$125.00	\$75.00
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00
Waldrum Accountancy Corporation	\$145.00	\$95.00	\$70.00	\$35.00



# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 5.A*

#### *Benefit Consulting Services*

#### Subcategory Benefit Trend Analysis

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
William M. Mercer, Inc.	\$340.00	\$275.00	\$175.00	\$80.00

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 5.B*

#### *Benefit Consulting Services*

#### Subcategory Benefit Program Audits, Actuarial Valuations and Tax Consulting

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
Watson Wyatt & Company	\$425.00	\$340.00	\$250.00	\$115.00
William M. Mercer, Inc.	\$340.00	\$275.00	\$175.00	\$80.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 5.C*

*Benefit Consulting Services*

### Subcategory Benefit Program Analysis & Development

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
abd insurance & financial services	\$250.00	\$175.00	\$125.00	\$75.00
Golden State Management Services	\$135.00	\$90.00	\$72.00	\$35.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
Saylor & Hill Co.	\$175.00	\$175.00	\$150.00	\$75.00

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 5.D*

*Benefit Consulting Services*

### Subcategory Workgroup Facilitation

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Watson Wyatt & Company	\$425.00	\$340.00	\$250.00	\$115.00
William M. Mercer, Inc.	\$340.00	\$275.00	\$175.00	\$80.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 5.E*

*Benefit Consulting Services*

### Subcategory Disability Management Program Development

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Materiel Resources Associates, Inc.	\$345.00	\$188.00	\$95.00	\$70.00
William M. Mercer, Inc.	\$340.00	\$275.00	\$175.00	\$80.00

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 6 –Investment Consulting Services*

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Arthur Andersen, LLP	\$311.00	\$207.00	\$145.00	\$110.00
R & G Associates LLC	\$200.00	\$175.00	\$120.00	\$57.00
William M. Mercer, Inc.	\$450.00	\$300.00	\$175.00	\$80.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 7.A*

*Marketing Services*

Subcategory  
Marketing & Public Relations Plan(s) Analysis & Development

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Citygate Associates LLC	\$195.00	\$130.00	\$125.00	\$50.00
Dee Hansford Consulting	\$206.40	\$154.80	\$103.20	\$20.64
Fraser Communications	\$225.00	\$175.00	\$95.00	\$65.00
Golden State Management Services	\$135.00	\$90.00	\$72.00	\$35.00
ICF Consulting Associates, Inc.	\$187.00	\$132.00	\$93.00	\$79.00
McLain Rusk Consulting, Inc.	\$140.00	\$90.00	\$70.00	\$30.00
MGT of America, Inc.	\$200.00	\$175.00	\$150.00	\$45.00
Moore Iacofano Goltsman, Inc.	\$138.00	\$116.00	\$83.00	\$61.00
OneWorld Communications, Inc.	\$264.00	\$164.00	\$98.00	\$38.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$250.00	\$155.00	\$104.00	\$49.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
SolutionsWest, Inc.	\$150.00	\$135.00	\$100.00	\$50.00
Stoorza Communications	\$60.00	\$35.00	\$25.00	\$15.00
The Sierra Group	\$145.00	\$125.00	\$80.00	\$30.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Williams-Wallace Management Consultants	\$145.00	\$115.00	\$85.00	\$65.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 7.B*

*Marketing Services*

Subcategory  
Market and/or Research Surveys

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Applied Management & Planning Group	\$164.84	\$125.20	\$83.46	\$41.73
California Center for Health Improvement	\$192.00	\$160.00	\$109.00	\$51.00
e21 corporation	\$225.00	\$175.00	\$150.00	\$50.00
Fraser Communications	\$225.00	\$175.00	\$95.00	\$65.00
Golden State Management Services	\$135.00	\$90.00	\$72.00	\$35.00
ICF Consulting Associates, Inc.	\$187.00	\$132.00	\$93.00	\$79.00
MGT of America, Inc.	\$200.00	\$175.00	\$150.00	\$45.00
Navigant Consulting, Inc.	\$250.00	\$180.00	\$135.00	\$80.00
OneWorld Communications, Inc.	\$264.00	\$164.00	\$120.00	\$38.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$198.00	\$145.00	\$99.00	\$49.00
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Williams-Wallace Management Consultants	\$145.00	\$115.00	\$85.00	\$65.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 7.C*

*Marketing Services*

### Subcategory Multi-Media Production Services

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Le vel	Admin. Level
California Image Associates	\$250.00	\$150.00	\$100.00	\$60.00
Dee Hansford Consulting	\$206.40	\$154.80	\$103.20	\$20.64
Fraser Communications	\$225.00	\$175.00	\$95.00	\$65.00
ICF Consulting Associates, Inc.	\$187.00	\$132.00	\$93.00	\$79.00
Moore Iacofano Goltsman, Inc.	\$138.00	\$116.00	\$83.00	\$61.00
OneWorld Communications, Inc.	\$230.00	\$181.00	\$124.00	\$38.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$198.00	\$146.00	\$89.00	\$49.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Worldwide Support, Inc.	\$190.00	\$180.00	\$96.00	\$45.00

## BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

### V. CONTRACTOR HOURLY RATE SCHEDULES

The hourly rates listed in the following tables are the maximum hourly rates that can be invoiced by the contractors and are effective until October 31, 2003.

#### *Category 1 – Organizational Development*

CONTRACTOR	HOURLY RATE				EXPERTISE MATRIX						
	Principal Level	Senior Level	Journey Level	Admin. Level	Team Develop.	Problem Solving	Customer Service	Process Improve.	Program Training	Train the Trainer	Facilitation
AHP, Inc.	\$250.00	\$225.00	\$200.00	\$100.00	x	x	x	x	x		x
Accenture	\$399.34	\$270.95	\$200.18	\$96.04	x	x	x	x	x	x	x
Arroyo Associates, Inc.	\$125.00	\$115.00	\$100.00	\$45.00	x	x		x			x
CA Center for Health Imp.	\$146.00	\$140.00	\$109.00	\$51.00	x	x	x	x	x		x
Citygate Associates LLC	\$175.00	\$125.00	\$100.00	\$45.00	x	x	x	x			x
Consultants Associated	\$125.00	\$100.00	\$75.00	\$37.00	x	x			x		
Consultants to Mgt.	\$125.00	\$105.00	\$85.00	\$50.00	x	x		x			x
Dee Hansford Consulting	\$206.40	\$154.80	\$103.20	\$20.64	x		x		x	x	x
Deloitte & Touche, LLP	\$385.00	\$275.00	\$193.00	\$110.00		x	x	x	x	x	x
DSP Network, Inc.	\$227.00	\$189.00	\$158.00	\$72.00	x	x		x	x	x	x
Edith M. Parsons	\$150.00	\$100.00	\$75.00	\$28.00	x	x	x	x	x	x	x
Fox Systems, Inc.	\$160.00	\$130.00	\$90.00	\$40.00	x	x	x	x	x	x	x
Fredrick A. Schwartz	\$175.00	\$150.00	\$125.00	\$30.00	x	x	x	x	x	x	x
Global Visions	\$185.00	\$175.00	\$125.00	\$55.00	x	x	x	x	x	x	x
Golden State Mgt. Services	\$185.00	\$135.00	\$93.00	\$35.00	x	x	x	x	x	x	x
Gregory D. Small & Assoc.	\$125.00	\$125.00	\$100.00	\$75.00	x	x	x	x	x		x
ICF Consulting Assoc.,	\$195.00	\$141.00	\$97.00	\$79.00	x	x	x	x	x	x	x

Note: "X" indicates the task areas that were scored as part of the Consultant's bid evaluation in the Organization Development Category.

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

### Category 1 – Organizational Development

CONTRACTOR	HOURLY RATE				EXPERTISE MATRIX						
	Principal Level	Senior Level	Journey Level	Admin. Level	Team Develop.	Problem Solving	Customer Service	Process Improve.	Program Training	Train the Trainer	Facilitation
Lahay & Associates	\$217.34	\$197.14	\$101.10	\$50.55	x	x	x	x	x	x	x
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00	x	x	x	x	x		x
Policy Studies Inc.	\$245.00	\$155.00	\$99.00	\$49.00	x	x	x	x	x		x
Positive Impact Consulting	\$145.00	\$80.00	\$40.00	\$10.00	x	x	x	x			x
Public Works	\$114.77	\$85.55	\$57.38	\$12.51	x			x			x
GovConnect, Inc.	\$180.00	\$157.00	\$115.00	\$55.00	x	x	x	x			x
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00		x	x	x	x		x
T-COR Consulting LLC	\$96.00	\$91.00	\$78.00	\$58.00	x	x		x	x	x	
Terranova Consulting Gp.	\$275.00	\$200.00	\$160.00	\$100.00	x	x	x	x	x	x	x
The Dangermond Group	\$137.82	\$104.33	\$70.94	\$38.60	x	x			x	x	x
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00	x	x	x	x	x	x	x
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00	x	x	x	x	x	x	x
Northrop Grumman Space and Missions System Corp. Formerly TRW, Inc	\$231.00	\$190.00	\$81.00	\$54.00	x	x	x	x	x	x	x
V. Renee Mack Consulting	\$56.00	\$47.00	\$26.00	\$14.00	x	x					x
Worldwide Support, Inc.	\$190.00	\$180.00	\$127.00	\$60.00	x	x	x	x	x	x	x

Note: “X” indicates the task areas that were scored as part of the Contractor’s bid evaluation in the Organization Development Category.



# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

### Category 2 – Strategic Planning

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Arroyo Associates, Inc.	\$125.00	\$115.00	\$100.00	\$45.00
Arthur Andersen, LLP	\$311.00	\$207.00	\$145.00	\$110.00
Arthur Bauer & Associates	\$155.00	\$125.00	\$85.00	\$70.00
California Center for Health Improvement	\$154.00	\$140.00	\$118.00	\$51.00
Citygate Associates LLC	\$195.00	\$100.00	\$100.00	\$45.00
Complete Business Solutions, Inc.	\$220.00	\$195.00	\$145.00	\$45.00
Communications Consulting Group, Inc.	\$250.00	\$112.00	\$75.00	\$50.00
Consultants to Management Inc.	\$125.00	\$105.00	\$85.00	\$50.00
DSP Network, Inc.	\$234.26	\$195.05	\$163.05	\$74.30
Dye Management Group, Inc.	\$205.00	\$175.00	\$125.00	\$55.00
e21 corporation	\$175.00	\$100.00	\$100.00	\$50.00
Edith M. Parsons	\$150.00	\$100.00	\$75.00	\$28.00
Fox Systems, Inc.	\$175.00	\$150.00	\$110.00	\$40.00
Franklin Hill Group	\$140.00	\$115.00	\$80.00	\$30.00
Fredrick A. Schwartz CMA	\$175.00	\$150.00	\$125.00	\$30.00
Gartner, Inc.	\$250.00	\$210.00	\$175.00	\$30.00
Global Visions	\$185.00	\$175.00	\$125.00	\$55.00
Golden State Management Services	\$185.00	\$135.00	\$93.00	\$35.00
Gregory D. Small & Associates	\$125.00	\$125.00	\$100.00	\$75.00
ICF Consulting Associates, Inc.	\$234.00	\$141.00	\$97.00	\$79.00
Lahay & Associates	\$217.34	\$197.14	\$101.10	\$50.55
Leading Resources, Inc.	\$275.00	\$200.00	\$150.00	\$50.00
MAXIMUS, Inc	\$285.00	\$230.00	\$185.00	\$45.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 2 – Strategic Planning*

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
McLain Rusk Consulting, Inc.	\$140.00	\$90.00	\$70.00	\$30.00
MGT of America, Inc.	\$200.00	\$175.00	\$150.00	\$45.00
Moore Iacofano Goltsman, Inc.	\$138.00	\$116.00	\$83.00	\$61.00
Navigant Consulting, Inc.	\$250.00	\$180.00	\$135.00	\$80.00
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$245.00	\$155.00	\$99.00	\$49.00
Positive Impact Consulting	\$145.00	\$80.00	\$40.00	\$10.00
Public Works	\$114.77	\$85.55	\$57.38	\$12.51
R & G Associates LLC	\$200.00	\$175.00	\$119.00	\$57.00
Sokolov, Schwab, Bennett	\$205.00	\$175.00	\$130.00	\$15.00
systems that work	\$225.00	\$175.00	\$125.00	\$75.00
Terranova Consulting Group, LLC	\$275.00	\$200.00	\$160.00	\$100.00
The Dangermond Group	\$137.82	\$104.33	\$70.94	\$38.60
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00
The Results Group	\$175.00	\$140.00	\$40.00	\$25.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Northrop Grumman Space and Missions System Corp. Formerly TRW, Inc.	\$231.00	\$190.00	\$81.00	\$54.00
Worldwide Support, Inc.	\$190.00	\$180.00	\$127.00	\$60.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 3 – Program Development, Performance Measurements and Evaluation*

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Advocates for Human Potential, Inc.	\$250.00	\$225.00	\$200.00	\$100.00
AEF Systems Consulting, Inc.	\$175.00	\$140.00	\$105.00	\$50.00
Arroyo Associates, Inc.	\$125.00	\$115.00	\$100.00	\$45.00
Arthur Andersen, LLP	\$311.00	\$207.00	\$145.00	\$110.00
Barrington-Wellesley Group, Inc.	\$225.00	\$175.00	\$130.00	\$75.00
Berkeley Policy Associates	\$138.00	\$138.00	\$95.00	\$78.00
California Center for Health Improvement	\$150.00	\$126.00	\$109.00	\$51.00
Citygate Associates LLC	\$175.00	\$125.00	\$100.00	\$45.00
Clark Lowry & Koortbojian	\$170.00	\$140.00	\$105.00	\$25.00
Consultants to Management Inc.	\$125.00	\$105.00	\$85.00	\$50.00
DSP Network, Inc.	\$234.26	\$195.05	\$163.06	\$74.30
Dye Management Group, Inc.	\$205.00	\$175.00	\$130.00	\$55.00
Edith M. Parsons	\$150.00	\$100.00	\$75.00	\$28.00
Evaluation and Training Institute	\$156.50	\$114.77	\$78.25	\$41.70
Fox Systems, Inc.	\$175.00	\$150.00	\$110.00	\$40.00
Franklin Hill Group	\$140.00	\$115.00	\$80.00	\$30.00
Fredrick A. Schwartz CMA	\$175.00	\$150.00	\$125.00	\$30.00
Global Visions	\$185.00	\$175.00	\$125.00	\$55.00
Golden State Management Services	\$135.00	\$90.00	\$72.00	\$35.00
ICF Consulting Associates, Inc.	\$220.00	\$141.00	\$97.00	\$79.00
Judith A. Poindexter Consulting Services	\$150.00	\$125.00	\$75.00	\$25.00
Lahay & Associates	\$217.36	\$197.14	\$101.10	\$50.55
Macias Consulting Group, Inc.	\$195.00	\$150.00	\$100.00	\$70.00
Market Value Planners	\$165.00	\$130.00	\$75.00	\$25.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA

## USER GUIDE (revised 11/03)

### CONTRACTOR HOURLY RATE SCHEDULES

#### Category 3 -- Program Development, Performance Measurements and Evaluation

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
MAXIMUS, Inc	\$285.00	\$230.00	\$185.00	\$45.00
McLain Rusk Consulting, Inc.	\$140.00	\$90.00	\$70.00	\$30.00
MGT of America, Inc.	\$200.00	\$175.00	\$150.00	\$45.00
Navigant Consulting, Inc.	\$250.00	\$180.00	\$135.00	\$80.00
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$245.00	\$155.00	\$99.00	\$49.00
Program Planning Professionals, Inc.	\$250.00	\$200.00	\$125.00	\$90.00
Public Works	\$114.77	\$85.55	\$57.38	\$12.51
GovConnect, Inc.	\$180.00	\$157.00	\$115.00	\$55.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
Sjoberg Evashenk Consulting, LLC	\$225.00	\$175.00	\$120.00	\$30.00
Sokolov, Schwab, Bennett	\$205.00	\$175.00	\$130.00	\$15.00
systems that work	\$225.00	\$175.00	\$125.00	\$75.00
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00
The Results Group	\$175.00	\$140.00	\$40.00	\$25.00
The SPHERE Institute	\$179.96	\$106.15	\$81.89	\$41.45
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Northrop Grumman Space and Missions System Corp. Formerly TRW, Inc.	\$231.00	\$190.00	\$81.00	\$54.00
Worldwide Support, Inc.	\$190.00	\$180.00	\$127.00	\$60.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 4.A*

#### *Fiscal Services*

#### Subcategory Department/Program Auditing

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Caporocci, & Larson, LLP	\$115.00	\$75.00	\$65.00	\$40.00
Diversified Capital, Inc.	\$135.00	\$125.00	\$58.00	\$30.00
Macias Consulting Group, Inc.	\$195.00	\$125.00	\$80.00	\$70.00
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
systems that work	\$225.00	\$175.00	\$125.00	\$75.00
Waldrum Accountancy Corporation	\$145.00	\$95.00	\$70.00	\$35.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

### *Category 4.B*

### *Fiscal Services*

#### Subcategory Financial Analysis

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Arroyo Associates, Inc.	\$125.00	\$115.00	\$100.00	\$45.00
Citygate Associates LLC	\$175.00	\$125.00	\$115.00	\$45.00
Diversified Capital, Inc.	\$125.00	\$120.00	\$58.00	\$30.00
Franklin Hill Group	\$140.00	\$115.00	\$80.00	\$30.00
Market Value Planners	\$165.00	\$130.00	\$75.00	\$25.00
McLain Rusk Consulting, Inc.	\$140.00	\$90.00	\$70.00	\$30.00
Navigant Consulting, Inc.	\$250.00	\$180.00	\$135.00	\$80.00
NewPoint Group, Inc.	\$190.00	\$150.00	\$50.00	\$10.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
Sjoberg Evashenk Consulting, LLC	\$225.00	\$175.00	\$120.00	\$30.00
systems that work	\$225.00	\$175.00	\$125.00	\$75.00
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00
Waldrum Accountancy Corporation	\$145.00	\$95.00	\$70.00	\$35.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 5.A*

#### *Benefit Consulting Services*

#### Subcategory Benefit Trend Analysis

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
William M. Mercer, Inc.	\$340.00	\$275.00	\$175.00	\$80.00

## *CONTRACTOR HOURLY RATE SCHEDULES*

### *Category 5.B*

#### *Benefit Consulting Services*

#### Subcategory Benefit Program Audits, Actuarial Valuations and Tax Consulting

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
Watson Wyatt & Company	\$425.00	\$340.00	\$250.00	\$115.00
William M. Mercer, Inc.	\$340.00	\$275.00	\$175.00	\$80.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 5.C*

*Benefit Consulting Services*

### Subcategory Benefit Program Analysis & Development

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
abd insurance & financial services	\$250.00	\$175.00	\$125.00	\$75.00
Golden State Management Services	\$135.00	\$90.00	\$72.00	\$35.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
Saylor & Hill Co.	\$175.00	\$175.00	\$150.00	\$75.00

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 5.D*

*Benefit Consulting Services*

### Subcategory Workgroup Facilitation

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Watson Wyatt & Company	\$425.00	\$340.00	\$250.00	\$115.00
William M. Mercer, Inc.	\$340.00	\$275.00	\$175.00	\$80.00



# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 5.E*

*Benefit Consulting Services*

### Subcategory Disability Management Program Development

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Materiel Resources Associates, Inc.	\$345.00	\$188.00	\$95.00	\$70.00
William M. Mercer, Inc.	\$340.00	\$275.00	\$175.00	\$80.00

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 6 –Investment Consulting Services*

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Arthur Andersen, LLP	\$311.00	\$207.00	\$145.00	\$110.00
R & G Associates LLC	\$200.00	\$175.00	\$120.00	\$57.00
William M. Mercer, Inc.	\$450.00	\$300.00	\$175.00	\$80.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 7.A*

*Marketing Services*

Subcategory  
Marketing & Public Relations Plan(s) Analysis & Development

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Citygate Associates LLC	\$195.00	\$130.00	\$125.00	\$50.00
Dee Hansford Consulting	\$206.40	\$154.80	\$103.20	\$20.64
Fraser Communications	\$225.00	\$175.00	\$95.00	\$65.00
Golden State Management Services	\$135.00	\$90.00	\$72.00	\$35.00
ICF Consulting Associates, Inc.	\$187.00	\$132.00	\$93.00	\$79.00
McLain Rusk Consulting, Inc.	\$140.00	\$90.00	\$70.00	\$30.00
MGT of America, Inc.	\$200.00	\$175.00	\$150.00	\$45.00
Moore Iacofano Goltsman, Inc.	\$138.00	\$116.00	\$83.00	\$61.00
OneWorld Communications, Inc.	\$264.00	\$164.00	\$98.00	\$38.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$250.00	\$155.00	\$104.00	\$49.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
SolutionsWest, Inc.	\$150.00	\$135.00	\$100.00	\$50.00
Stoorza Communications	\$60.00	\$35.00	\$25.00	\$15.00
The Sierra Group	\$145.00	\$125.00	\$80.00	\$30.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Williams-Wallace Management Consultants	\$145.00	\$115.00	\$85.00	\$65.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 7.B*

*Marketing Services*

Subcategory  
Market and/or Research Surveys

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
Applied Management & Planning Group	\$164.84	\$125.20	\$83.46	\$41.73
California Center for Health Improvement	\$192.00	\$160.00	\$109.00	\$51.00
e21 corporation	\$225.00	\$175.00	\$150.00	\$50.00
Fraser Communications	\$225.00	\$175.00	\$95.00	\$65.00
Golden State Management Services	\$135.00	\$90.00	\$72.00	\$35.00
ICF Consulting Associates, Inc.	\$187.00	\$132.00	\$93.00	\$79.00
MGT of America, Inc.	\$200.00	\$175.00	\$150.00	\$45.00
Navigant Consulting, Inc.	\$250.00	\$180.00	\$135.00	\$80.00
OneWorld Communications, Inc.	\$264.00	\$164.00	\$120.00	\$38.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$198.00	\$145.00	\$99.00	\$49.00
The Resources Company	\$160.00	\$130.00	\$70.00	\$40.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Williams-Wallace Management Consultants	\$145.00	\$115.00	\$85.00	\$65.00

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR HOURLY RATE SCHEDULES

*Category 7.C*

*Marketing Services*

### Subcategory Multi-Media Production Services

CONTRACTOR	HOURLY RATE			
	Principal Level	Senior Level	Journey Level	Admin. Level
California Image Associates	\$250.00	\$150.00	\$100.00	\$60.00
Dee Hansford Consulting	\$206.40	\$154.80	\$103.20	\$20.64
Fraser Communications	\$225.00	\$175.00	\$95.00	\$65.00
ICF Consulting Associates, Inc.	\$187.00	\$132.00	\$93.00	\$79.00
Moore Iacofano Goltsman, Inc.	\$138.00	\$116.00	\$83.00	\$61.00
OneWorld Communications, Inc.	\$230.00	\$181.00	\$124.00	\$38.00
Pacific Gateway Group, Inc.	\$165.00	\$125.00	\$90.00	\$60.00
Policy Studies Inc.	\$198.00	\$146.00	\$89.00	\$49.00
R & G Associates LLC	\$170.00	\$155.00	\$109.00	\$57.00
The Wilson Group	\$185.00	\$145.00	\$99.00	\$59.00
Worldwide Support, Inc.	\$190.00	\$180.00	\$96.00	\$45.00

# **BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)**

## **VI. FORMS**

The forms listed in this section should be used to complete the order/contract issued under the Business and Management Consulting Services MSA. **State agencies must follow their own individual procedures for completing the appropriate Standard Agreements and Transmittal Forms.** The state forms can be found on the following web sites: <http://www.osp.dgs.ca./formsmgmt> and <http://ols.dgs.ca.gov>.

- A. STD. 2, and STD. 15 (OSP website)**
- B. STD. 213 and STD. 215 (OLS website)**
- C. Contractor Evaluation and Selection Form (Page 2)**
- D. MSA Contract Performance Report (Page 3)**

# BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)

## CONTRACTOR EVALUATION AND SELECTION FORM

Agency Name: \_\_\_\_\_ Agency Contract Number: \_\_\_\_\_  
Contact Person: \_\_\_\_\_  
Phone Number: \_\_\_\_\_

Service Category/Subcategory \_\_\_\_\_

Points assigned to the evaluation criteria should be based on the statement of work for the project.  
Additional criteria can be added to the ones listed below.

	Contractor # ____	Contractor # ____	Contractor # ____
Contractor Name	_____	_____	_____
Experience (Max # of Points ____)	_____	_____	_____
Experience of staff and or subcontractors (Max # of Points ____)	_____	_____	_____
Total Cost of Project (Max # of Points ____) <b>(Minimum of 30%)</b>	_____	_____	_____
Ability to meet timeframes for project (Max # of Points ____)	_____	_____	_____
Total Points _____	_____	_____	_____

Name of the Selected Consultant \_\_\_\_\_

Justification:

Attach additional pages, if necessary

# **BUSINESS AND MANAGEMENT CONSULTING SERVICES MSA USER GUIDE (revised 11/03)**

## **MSA CONTRACT PERFORMANCE REPORT**

### **1. GENERAL INFORMATION**

Date: \_\_\_\_\_  
Agency Name: \_\_\_\_\_  
Contract Person: \_\_\_\_\_  
Phone Number: \_\_\_\_\_

Contractor: \_\_\_\_\_  
Order Number: \_\_\_\_\_

### **2. OUTSTANDING PERFORMANCE**

Have you hired this Contractor previously? Yes\_\_\_\_\_ No\_\_\_\_\_

Provide a brief explanation of the situation and what was done by the contractor that made their work outstanding:

### **3. PROBLEM REPORTING**

Has the problem been resolved? Yes\_\_\_\_\_ No\_\_\_\_\_

Provide a brief explanation of the situation that resulted in the problem:

How was the problem resolved?

**Attach additional pages if necessary**